



## 1999 SMALL BUSINESS PROFILE: MICHIGAN

By any measure, small businesses are critical to the economic well-being of Michigan. They create new businesses (and the new jobs that go with them); bring new and innovative services and products to the marketplace; and provide business ownership opportunities to diverse (and traditionally underrepresented) groups. These contributions are clearly established in the statistical portrait contained in this *Small Business Profile* compiled by the U.S. Small Business Administration's Office of Advocacy.

**Number of Businesses.** In 1998 there were 212,400 businesses with employees, of which approximately 98 percent were small businesses (fewer than 500 employees). The number of small businesses with employees increased by 1.8 percent from 208,600 in 1997. There were 294,000 self-employed persons in 1998. While there is some overlap between these two groups (firms with employees and self-employed persons), a rough calculation puts the total number of businesses at 506,400. (Sources: U.S. Dept. of Labor, Employment and Training Administration; U.S. Dept. of Commerce, Bureau of the Census; U.S. Dept. of Labor, Bureau of Labor Statistics)

**Women-Owned Businesses.** There were 117,000 self-employed women in 1998, representing 39.8 percent of total self-employment in the state. (Source: U.S. Dept. of Labor, Bureau of Labor Statistics)

**Minority-Owned Businesses.** According to the latest figures available, there were 31,740 minority-owned businesses in 1992, including 19,685 Black-owned businesses; 5,036 Hispanic-owned firms; and 7,409 firms owned by Asians, Pacific Islanders, American Indians, and Alaskan Natives. (Data may not add to the total because an owner may be a member of more than one minority group.) Of these businesses, 5,046 had employees, with employment totaling 34,800. (Source: U.S. Dept. of Commerce, Bureau of the Census)

**Business Turnover.** In 1998, 26,200 new employer firms were formed, 5.6 percent more than the number formed in 1997. There were 19,800 business terminations in 1998, a 2.0 percent increase from 1997. Business bankruptcies totaled 700 in 1998, a 34.8 percent decrease from 1997. (Sources: U.S. Dept. of Labor, Employment and Training Administration; Administrative Office of the U.S. Courts; U.S. Dept. of Commerce, Bureau of the Census)

**Employment.** In 1996, businesses with fewer than 500 employees accounted for 1,958,600 employees, or 52.1 percent of the state's 3,758,000 private-sector non-farm employment. Small-business employment was concentrated in the following sectors: construction, agricultural services, and wholesale trade (see Table 1). Small businesses added a net total of 50,200 employees between 1995 and 1996, accounting for all of the total private non-farm employment growth in the state (see Table 2). The industries with the greatest percentage increases in employment among small businesses were: building construction; special trade contractors; and auto repair, services, and parking (see Table 3). (Source: U.S. Dept. of Commerce, Bureau of the Census, Statistics of U.S. Businesses)

Recent figures show that small firm job growth has continued. According to data prepared for the SBA's Office of

Advocacy by Cognetics, Inc., non-farm businesses added 279,200 net new jobs in the state between 1994 and 1998. In almost all industries, the most prolific job creators were firms with fewer than five employees. (Source: Cognetics, Inc.)

**Small Business Income.** There is no single measure of small business profitability because firms may operate as sole proprietorships, partnerships, or corporations. A partial measure — non-farm proprietors' income — totaled \$11.8 billion in 1998, an increase of 5.4 percent from \$11.2 billion in 1997. (Source: U.S. Dept. of Commerce)

**Finance.** The SBA's Office of Advocacy ranked the 163 banks in the state that filed "call reports" with federal banking regulators on the basis of dollar value, number, and percentage of small commercial loans (under \$1 million) outstanding on June 30, 1998. (See Table 4 for the top-ranking small-business-friendly banks.) In addition to these banks, small businesses seeking loans should consider lenders that participate in the SBA's loan programs (so-called "preferred" or "certified" lenders); for a list of these lenders, call the Small Business Answer Desk at (800) 827-5722. Small businesses looking for qualified investors can also turn to the Access to Capital Electronic Network (*ACE-Net*). For more information, contact an *ACE-Net* operator at (800) 362-5461 or via e-mail at *MHC@SBAM.ORG*.

To learn more about the Office of Advocacy's data, analyses, and research reports on small business, call (202) 205-6530 or visit the office's Web site at *www.sba.gov/adv*.

## TABLES

**Table 1.** Employment by Industry and Firm Size, 1996 (thousands)

<i>Industry</i>	<i>Total</i>	<i>Firm Size by Number of Employees</i>		<i>&lt; 500 as Percent of Industry Total</i>
		<i>1-19</i>	<i>1-499</i>	
<b>Total non-farm employment</b>	<b>3,758.0</b>	<b>714.7</b>	<b>1,958.6</b>	<b>52.1</b>
Agricultural services	19.4	11.9	16.8	86.3
Mining	6.9	1.5	3.6	51.6
Construction	156.1	84.2	149.5	95.8
Manufacturing	952.9	61.1	344.6	36.2
Transportation, communications, and utilities	167.0	20.2	59.9	35.9
Wholesale trade	215.3	51.6	140.9	65.5
Retail trade	812.3	166.9	441.2	54.3
Finance, insurance, and real estate	207.2	38.1	90.6	43.7
Services	1,216.7	275.9	707.5	58.1
Unclassified	4.2	3.4	4.2	100.0

Source: U.S. Dept. of Commerce, Bureau of the Census.

**Table 2.** Non-Farm Job Gains and Losses by Firm Size, 1995–1996 (thousands)

	<i>Total</i>	<i>Firm Size</i>	
		<i>1–19</i>	<i>1–499</i>
Gains:			
New establishments	176.3	59.0	109.1
Expanding establishments	362.9	108.5	224.3
Losses:			
Downsized establishments	(346.3)	(67.3)	(182.9)
Closed establishments	<u>(145.1)</u>	<u>(51.1)</u>	<u>(100.3)</u>
Net change in employment	47.8	49.2	50.2

Source: U.S. Dept. of Commerce, Bureau of the Census, Statistics of U.S. Businesses, 1999.

**Table 3.** Fastest Small Business Employment Growth by Industry, 1995–1996 (thousands)

<i>Industry</i>	<i>SIC</i>	<i>Small Business Employment 1996</i>	<i>Net Change*</i>	<i>Percent Change</i>
Total, all industries		1,958.6	17.4	0.9
Building construction	1500	36.4	2.5	7.5
Special trade contractors	1700	101.3	6.2	6.5
Auto repair, services, and parking	7500	35.4	1.8	5.3
Miscellaneous retail	5900	62.3	2.9	4.8
Business services	7300	124.2	5.2	4.3

\* Net change in Table 2 differs by definition from net change in Table 3. Table 2 uses dynamic data to track changes in individual businesses over time, whereas Table 3 uses static data to take snapshots of the universe of businesses at two different points in time.

Note: Table shows the top five industries. Includes only businesses with fewer than 500 employees. Industries with less than 1 percent change in small business employment are not included.

Source: U.S. Dept. of Commerce, Bureau of the Census, Statistics of U.S. Businesses, 1999.

**Table 4.** Small-Business-Friendly Banks, 1998

<i>Bank Name</i>	<i>Location</i>
Mercantile Bank, West Michigan	Grand Rapids
Michigan Heritage Bank	Novi
1st Bank	West Branch
First State Bank, East Detroit	Eastpointe
Northern Michigan Bank	Escanaba
Capital National Bank	Lansing
Peoples State Bank	Hamtramck
First National Bank in Howell	Howell
Dart National Bank, Mason	Mason
United Bank Michigan	Grand Rapids
State Bank of Caledonia	Caledonia
Midwest Guaranty Bank	Troy
Monroe Bank and Trust Company	Monroe
First of American Bank, N.A.	Kalamazoo
Shoreline Bank	Benton Harbor

Source: U.S. Small Business Administration, Office of Advocacy, from data collected by the Federal Reserve Board.

The full list of small-business-friendly banks can be found on the Office of Advocacy's Web site at [www.sba.gov/advo/lendinginus2.html](http://www.sba.gov/advo/lendinginus2.html).